

## Changes in Test Certificate Definitions

In the September 2007 BOARDtalk we provided woolclassers with preliminary notice about changes to IWTO Test Certificate definitions that would be introduced to reflect the wool preparation standard. From January 1, 2008 IWTO Test Certificates will have the following preparation standards, (as approved by FAWO).

CERTIFICATE TYPE#	PREPARATION STANDARD
<b>P</b>	<ul style="list-style-type: none"> <li>Wool is from a single source,</li> <li>Prepared on Farm,</li> <li>Classed by a Registered Woolclasser, and</li> <li>Meets or exceeds the standards defined in the Woolclassers Code of Practice.</li> </ul>
<b>D</b>	<ul style="list-style-type: none"> <li>Wool is from a single source,</li> <li>Prepared on Farm,</li> <li>Is not prepared by a Registered Woolclasser, or</li> <li>(If prepared by a Registered Woolclasser) is assessed as a Non Conforming Lot as it does not meet the minimum standard in the Woolclassers Code of Practice (Scale 3 Clip Preparation fault*).</li> </ul> <p><i>From July 1, 2008 this Certificate Type will include sale lots where a broker has applied their stencil to wool not prepared by a Registered Woolclasser. This practice is known as Seller Inspected.</i></p>
<b>Q</b>	<ul style="list-style-type: none"> <li>Contains wool from multiple or unknown sources, (e.g. Interlots, Bulk Class),</li> <li>Prepared off Farm (in a warehouse or industrial environment),</li> <li>Classed by a Registered Classing House, and</li> <li>Meets or exceeds the standards defined in the Classing House Code of Practice.</li> </ul>
<b>B</b>	<ul style="list-style-type: none"> <li>Contains wool from multiple or unknown sources, (e.g. Interlots, Bulk Class),</li> <li>Prepared off Farm (in a warehouse or industrial environment),</li> <li>Not classed by a Registered Classing House, or</li> <li>(if prepared by a Registered Classing House) is assessed as a Non Conforming Lot by not meeting the minimum standard in the Classing House Code of Practice (Scale 3 Clip Preparation fault*).</li> </ul>

# Certificate Type can also be referred to as Wool Preparation category or Test Certificate suffix.

\* Scale 3 Clip Preparation faults are those where the wool fails the basic uniformity standard.

There are implications for these changes:

- Wool prepared by a Registered Woolclasser to a standard below the Woolclassers Code of Practice will be assigned a 'D' certificate. A 'D' Certificate Type has a commercial limitation to buyers as it cannot be included in an Objectively Matched Interlot (OML) combination certificate. This may be reflected in sale price.
- The P and Q Certificates reflect preparation standards that deliver lower risk lines of wool. AWEX clip inspection statistics prove the wool not prepared by a registered classer is likely to record twice the number of problems than wool prepared by a qualified registered classer. We believe these changes will re-enforce the value of using a woolclasser.



### AWEX WOOL SERVICES

Ground Floor,  
318 Burns Bay Road  
Lane Cove NSW 2066  
PO Box 823  
Lane Cove NSW 1595  
Telephone (02) 9428 6100  
Facsimile (02) 9420 9633  
woolclasser@awex.com.au

## "Masterclasser"

### Professional Woolclasser Development Course: 21-23rd February 2008

AWEX wishes to advise that it has completed the first (pilot) Masterclasser professional development course for Woolclassers. This course was held in Sydney from 21st to 23rd February, 2008 at the Yennora Wool Centre and Richmond College of TAFE.

A total of 19 professional woolclassers (9 male, 10 female) from NSW (13) and QLD (6) attended the three day course. Collectively, these woolclassers prepared over 40,000 bales of wool for auction last season. Attendees were invited by AWEX either as a result of trade nomination, or selection from the woolclasser activity records. The selection ensured a mix of experienced and more recently qualified woolclassers.

AWEX was impressed by the commitment of these woolclassers to further their knowledge. All attendees paid their own travel and accommodation.

One third of the course was devoted to developing skills related to managing workplace relationships including teamwork, conflict resolution, communication and influencing techniques. This component was presented by a qualified professional specifically trained in these matters.

Highlights of the course, as nominated by the woolclassers, were:

- "Meet the Customer" presentations by buyer, warehouse, rehandle and processor representatives,
- Training and interaction at the point of sale (auction and showfloor),
- People management techniques, and
- Deeper understanding of the principles and technical requirements in the Code of Practice.

Outcomes of the pilot Course will be presented to AWEX's Industry Services Advisory Committee for review and development. It is recommended that similar courses be conducted in Southern and Western regions.

Woolclassers wishing to retain "Masterclasser" status will be required to attend periodic update courses

For more information contact Greg Sawyer at AWEX.



AWEX is a national organisation of brokers, growers, exporters, processors and private treaty merchants which, in the best interests of the wool industry, provides: Industry standards (wool packs, wool preparation), Clip inspection services, Woolclasser registration, Independent market reports, Wool description and Appraisal, Wool sale rostering and Wool administration.



# Owner Classers – Do you fill in the DMFR Declaration for your Merinos?

YOU SHOULD!! The manufacturers of Australia's wool have made it clear that they require the risk ratings (1 to 6) calculated by the Dark and Medullated Fibre Risk (DMFR) Scheme. The Scheme is free and declaration is simple to complete; so go on, advertise the status of your wool and give your customers the information they need. Listen to the words of some of YOUR international customers:



**Mr Charles Ing, President, Reward (Ningbo) Wool Industry Co Ltd., China (Topmaker)**

"China has now become the largest and most important market for wool imports from Australia, with resulting market share of 62.8% in 2006. In such a market, no one can afford to be negligent; hence, wool quality in general is of utmost importance and is vital for the continued success for suppliers and users like us. We strongly support the current implementation of the Dark and Medullated Fibre Scheme launched, and hope more woolgrowers in Australia will have their wools listed under the Scheme."



**Mr S.K. Patodia, Sr Vice President, Jaya Shree Textiles, India (Topmaker and Spinner)**

"Jaya Shree relies on Australian woolgrowers to provide a quality product, fit for purpose and free from contamination such as dark and medullated fibre. In recent years we have noticed marked increase in the number of deliveries that are contaminated with dark and/or medullated fibre. This has harmed the reputation of Australian wool and had resulted in our buyers sourcing alternative product from different countries. Jaya Shree would like to encourage all Australian woolgrowers to use the DMFR Risk Scheme. Woolgrowers who are producing the right product should advertise the fact to mills to ensure they get the best possible price for their wool."



**Mr Rajesh Banka, Vice President – Marketing, Indorama Group, Thailand (Topmaker and Spinner)**

"We strongly urge all Australian woolgrowers to pay close attention to clip preparation standards and ensure their product is free of dark and medullated fibre. Although the Dark and Medullated Fibre Risk is declared on some Australian auction lots, there is insufficient quantity to be able to confidently source wool free of contamination. We encourage the Australian industry to use the DMFR Scheme to assist processors in obtaining the raw material we require."



**Mdm Zhu Jie, General Manager, Youngor Group, China (Garment Maker)**

"In China wool represents quality and refinement. Australian wool or "Ao Mao" as it is called represents the highest quality and is desirable to all Chinese consumers. This reputation has been built over many years and is the envy of many other textile fibres. Australian woolgrowers must protect their wools' reputation. Dark and medullated fibres in Australian wool diminishes its high quality reputation. We understand that a new scheme called the Dark and Medullated Fibre Risk Scheme is available to use and will assist in minimising the risk of these fibres in deliveries. For the sake of the "Ao Mao" reputation, please use the scheme

## AWEX / WOOLCLASSER POLO SHIRTS



Polo Shirts are now available for all registered Woolclassers.

Colour: **Navy Blue**

**The cost of these shirts are \$28.95 each (inc GST and postage).**

Size*	S	M	L	XL	2XL	3XL	4XL
Chest	53.5	56	58.5	61	63.5	66	68.5
CB Length	69	71.5	74	76.5	79	81.5	84

Size*	8	10	12	14	16	18	20
Bust	47	49	51	53	55	57	59
CB Length	60	62	64	66	68	70	72

\*Sizing is half chest measurement in centimetres, i.e. front of shirt from seam to seam.

**Cost:** \$28.95 each (including GST and postage)

**Payment:** Please make Cheque/Money order payable to the Australian Wool Exchange Ltd **OR** complete your credit card details below and forward this form to AWEX:

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Postcode:** \_\_\_\_\_

Male/Female	Number	Size	Amount Total

**Cardholder Name:** \_\_\_\_\_ **Amount:** \_\_\_\_\_

**Credit Card:**  Visa  Mastercard (place an X in one of the boxes)

**Expiry Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Signed:** \_\_\_\_\_

Complete form and forward cheque/money order to:

Australian Wool Exchange Ltd  
**Attn:** Bernadette Rava  
 PO Box 649  
 LANE COVE NSW 1595  
 Fax: 02 9420 9633

## BOARDtalk briefs

### Women in Wool

The increase in the number of women training and being registered as woolclassers continues to grow. In a once male dominated industry, women now make up to 40% of new woolclasser registrations. It is also no coincidence that of the two Graduate Woolclasser of the Year competitions held in 2007, both were won by women.

### Vale: Dr. D J Asimus AO

The wool industry was saddened to hear of the passing of Dr. David Asimus AO on Australia Day 26 January 2008, at the age of 75. Dr Asimus was born in Tumut, NSW and was a member of the Australian Wool Corporation in 1973, became Deputy Director in 1975 and Chief Executive Officer in 1979. He was also elected in 1979 as the Chairman of the International Wool Secretariat.

Dr Asimus became the foundation Chancellor of Charles Sturt University in 1989 and served until 2002. Dr Asimus also held numerous Directorships including that of BHP Pty Ltd and Rural Press Ltd.

### Breed Compendium

Over the last 12 months AWEX has been researching and preparing the first edition of the AWEX Breed Compendium. The Breed Compendium will be a reference guide of commercial sheep breeds currently used or found in Australia. The Breed Compendium will comprise photographs and descriptions of each breed as well as additional information that will be of use to woolclassers and woolgrowers.

The Breed Compendium will be released to all registered woolclassers with the next edition of Boardtalk in June 2008.

### AWEX Events

AWEX will be present at the following industry events:

- Wagin Woolorama 2008, WA (Friday 7th March),
- Sydney Royal Easter Show, NSW/QLD (Saturday 29th March, 2008), and
- Bendigo Sheep and Wool Show, VIC/SA/TAS (Saturday 19th July 2008),
- AWEX/AWI China Training Course (10th & 11th April 2008).

## NEWSFLASH – Mulesing Declaration Gains Momentum

The declaration of mulesing status has become more urgent with some exporters requesting its formalisation to enable identification and purchase at auction. AWEX's Industry Service Advisory Committee (ISAC) will discuss the formalisation requirements ranging from the format of the declaration, its inclusion in sale catalogues and methodologies for its introduction at its meeting on Friday 7th March 2008. More details in the June Edition of BOARDtalk.



# BOARDtalk

Australian Woolclassing Journal | March 2008

## From the Registrar

**Greg Sawyer**  
 Phone: 02 9428 6144  
 Email: [gsawyer@awex.com.au](mailto:gsawyer@awex.com.au)



### 2007 – 2009 Code of Practice Updates

Woolclassers are reminded of the following:

- R bale description suffix – is used when the wool has at any time during the wool growth period been in contact with Shedding Breed Sheep (if dark or medullated fibres are not visible),
- That all shanks are to be kept separate from the locks,
- That water stained wool is to be removed and branded COL (Breed Code),
- All heavy jowls are required to be called (Breed Code) JWJL,
- Stain in any line is to have STN in the bale description, and
- the Woolclasser's Specification must clearly state the reason for making AAAM lines and all lines with the same branding i.e main, broad, short line of AAAM .

### 2009 – 2011 Code of Practice

This is a preliminary note to all woolclassers that in preparation for the next review of the Code of Practice, AWEX will commence its preliminary consultation this year, 2008.

### Registration Review Committee

A total of eleven Woolclassers were referred to the Committee in early December 2007. Of those referred, ten were placed on probation with another being reprimanded.

All Woolclassers are advised that this Committee can recommend to the AWEX Board that a Woolclasser be deregistered. The Registration Review Committee will next meet on Thursday 10th April 2008 where 24 Woolclassers will be reviewed.

### Woolclasser Resources Available – Free

Woolclassers are advised that AWEX has available the following resources free of charge:

- AWEX In-Shed Bale Description Chart,
- Woolgrower's Responsibilities Booklet,
- Frequently Asked Questions on the 2007 – 2009 Code of Practice\*,
- Bulk Class Bale inserts\*,
- Woolclasser Specification (generic)\*,
- Previous editions of BOARDtalk\*,
- Dark and Medullated Fibre Questions and Answers.\*

\*These documents are also available on the AWEX website [www.awex.com.au](http://www.awex.com.au).

Please note, a current registered Woolclasser can obtain an additional copy of the Code of Practice for \$11.

### An Important Reminder

Using the bale description system relies on good in-shed management and strong communication between the Woolclasser and all parties involved with wool harvesting. All bins/butts/bags are to be clearly identified. The current bale description system does not change the principals of classing. All wool is to be skirted to remove all sweaty edges and other inferior wool. The Woolclasser is also required to make a main fleece line and subsequent lines according to the standard woolclassing principals.

## AWEX to Set-Up a National Woolclasser Consultative Group

AWEX is establishing a Woolclassing Consultative group, which would meet 2-3 times per year by teleconference. The purpose of this group is to provide reference information as well as the broader views of current issues so that the woolclassing community may be better serviced by AWEX.

A group of 10 woolclassers is envisaged (two each from NSW, VIC, SA and WA; and one each from TAS and QLD).

AWEX seeks formal Expressions of Interest from woolclassers interested in these positions. Please submit a written application, including a brief resume and woolclassing experience.

Note: All applicants must be active woolclassers.

### Please send your applications to:

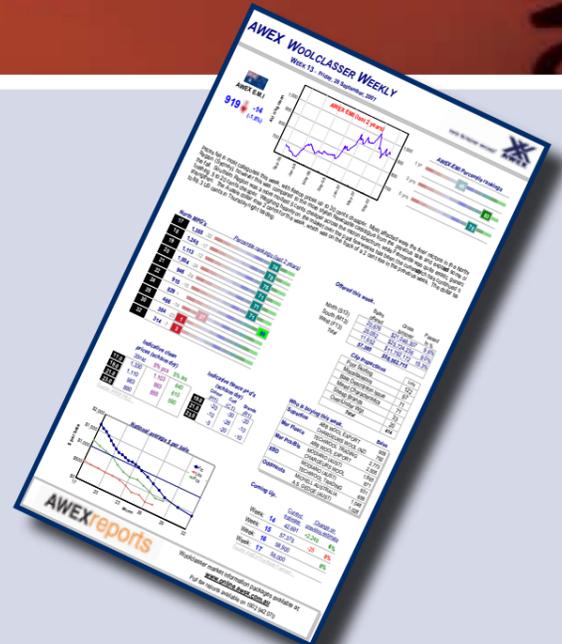
Mr Greg Sawyer  
 Woolclasser Registrar  
 Australian Wool Exchange Limited  
 PO Box 649  
 LANE COVE NSW 1595  
 Email: [gsawyer@awex.com.au](mailto:gsawyer@awex.com.au)

## Woolclasser Weekly

The Woolclasser Weekly is a wool market report designed exclusively for Woolclassers. The snapshot is a one-page summary published at the end of the week reviewing the key items for that sale week. At a quick glance the reader can see:

- Micron Price Guide (MPG) movements,
- MPG percentile rankings for the last two years,
- Market performance over the last two years,
- Major buyers for the week,
- Market commentary giving a more in-depth review,
- Major clip inspection for the coming weeks,
- An estimate of gross dollars per bale for each micron.

The Woolclasser Weekly is available by email only and is delivered on Friday of every sale week. Price for the report is \$77 per annum (GST inc.) and can be ordered by emailing [subscriptions@awex.com.au](mailto:subscriptions@awex.com.au).



## Auction Action

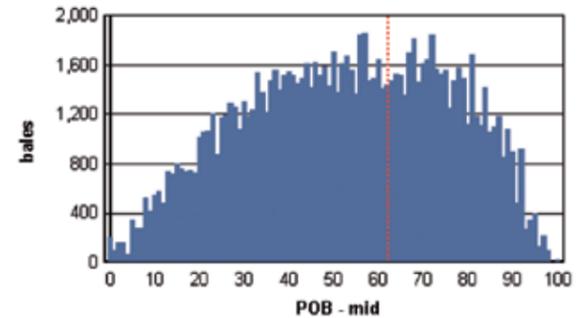
Market analysts often see "micro-trends" occurring during the course of a wool sale. These can sometimes be as simple as two buyers needing to complete an order for the same mill with the same specifications, or it can be extremely complex with many buyers averaging their purchases against their stock and the currency (usually US\$ for China).

Lately there has been a marked increase in the price difference between sound, evenly prepared wools with a mid-break below 62% compared to wools with a higher percentage of mid-breaks and/or lower staple strength. This trend has been ongoing and quite widespread across recent offerings. Over the last four weeks only one in four fleece lots met this criteria which has put upward pressure on prices. Knowledge of this price differential may help growers and classers to optimise the returns on a wool clip.

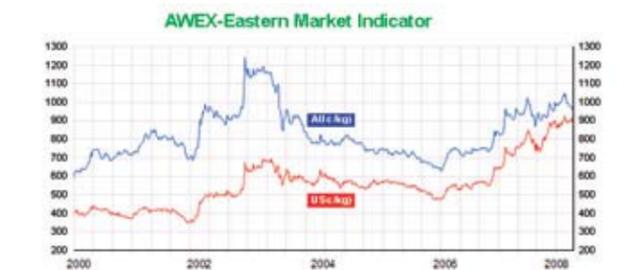
The majority of the Australian wool clip is purchased by Chinese mills, with most of them setting a range in specifications for their deliveries. These specifications (such as yield, vegetable matter, diameter, length, strength and position of break) must be met; otherwise the delivery will be rejected. One of the difficult specifications to average is "mid position" of mid-break, especially when attempting to exceed a minimum Hauteur (Ha). Hauteur is the French terminology for combed fibre length in the top, measured in mm.

Depending upon the micron of the delivery, the minimum average Hauteur must range between 62 and 78 mm. To produce this top length, the greasy wool generally averages less than 62% mid-break and usually has a staple strength above 32 Nkt. As we are all aware, the Australian season to date has not been conducive to the production of sound, evenly grown wool. Therefore, when buyers do find wools which meet these specifications, competition increases dramatically. Conversely, when an offering is mainly weaker wools or wools containing high mid-positions of break, competition will fall away. Buyers are able to cope with some lots outside of the specifications by averaging; however, it is not possible to build a delivery consisting entirely of these wools.

The chart below shows the profile of mid-breaks (for all fleece wool) over the past four weeks. The red line indicates the maximum limit for many types (62%).



The EMI has recently begun to track lower after rising steadily since early 2006. Part of the recent falls can be attributed to the movements in the Australian/US dollar cross-rate, which has the Aussie dollar in the low-to-mid 90US cent range. The attached chart clearly highlights the effect of the currency on the wool market. From late January to late February the AWEX-EMI fell 7 percent, however in US terms the EMI eased a more modest 1%, and continues to hover around the 900 US cent level.



wool cheque

[www.woolcheque.com.au](http://www.woolcheque.com.au)

- FREE Online pricing tool
- Relevant, up to date wool market information

- Simple charts and graphs
- Independently assess prices and trends
- It's quick and easy

## Change of Details

If you have changed your details, please fax (02) 9420 9633 or email [woolclasser@awex.com.au](mailto:woolclasser@awex.com.au) with your stencil number and address details.

### Change of address details –

Please fill in details below and post or fax this coupon to AWEX Head Office or email us.

\_\_\_\_\_  
 \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_  
 Mobile: \_\_\_\_\_ Date of Birth: \_\_\_\_\_  
 Email address: \_\_\_\_\_  
 Woolclasser ID Number: \_\_\_\_\_

### For Owner Classers

Registered Bale Brands

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_



PO Box 823  
 Lane Cove NSW 1595  
 Telephone: (02) 9428 6140  
 Facsimile: (02) 9420 9633  
[woolclasser@awex.com.au](mailto:woolclasser@awex.com.au)

**Northern Region**  
 PO BOX 193  
 Guildford NSW 2161  
 Phone: (02) 9632 6166

**Southern Region**  
 691 Geelong Road  
 Brooklyn VIC 3025  
 Phone: (03) 9318 0277

**Western Region**  
 PO BOX 1280  
 Fremantle WA 6160  
 Phone: (08) 9434 6999